

Message Text

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ACTION EA-10

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FM AMCONSUL HONG KONG

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STADIS////////////////////////////////////

E.O. 11652: N/A

TAGS: ETRD, CH

SUBJECT: NCUSCT VICE PRESIDENT EUGENE THEROUX'S VISIT TO PEKING

REF: A. STATE 225945; B. STATE 223200

1. CCPIT MEETING IN PEKING BY NATIONAL COUNCIL VICE PRESIDENT THEROUX IS ENCOURAGING SIGN OF IMPROVED TRADE RELATIONS. HOPEFULLY, NCUSCT PROPOSALS OUTLINED REFTEL WILL BEAR FRUIT.

2. FROM THIS VANTAGE POINT, WE SEE SOME INDICATIONS THAT THEROUX MAY ENCOUNTER AN IMPROVED CLIMATE FOR ELICITING PRC INTEREST IN SOME FORM OF TRADE EXHIBITION IN THE U.S. -- ALTHOUGH PERHAPS NOT IN THE FORM AND SIZE ENVISAGED IN REFTEL. SPECIFICALLY, THIS HOPE IS BASED ON FOLLOWING COMBINATION OF CIRCUMSTANCES:

A. OUTLOOK FOR CHINESE EXPORTS THIS YEAR AND NEXT WILL FALL BELOW THEIR EXPECTATIONS -- ESPECIALLY WITH TRADITIONAL CUSTOMERS AND PRODUCTS. SPRING FAIR WAS DISAPPOINTING AND CURRENT FALL FAIR ALSO EXPECTED TO BE DOWN.

B. WIDENING TRADE GAP WITH U.S. COUPLED WITH HOPE CHINA CAN CAPITALIZE ON EXPECTED MFN STATUS BY EXHIBITION TIME. U.S. TRADER-PROMOTERS (BELOW) PICTURING U.S. AS RELATIVELY UNTAPPED MASS MARKET REMAINING ECONOMICALLY STRONGER THAN CHINA'S OTHER CUSTOMER-COUNTRIES IN WORLD-WIDE RECESSION.

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C. RECENT INQUIRIES FROM AND DISCUSSIONS WITH CHINA RESOURCES ON CERTAIN KINDS OF TRADE EXHIBITIONS IN THE U.S. (SEE HONG KONG'S MEMCONS: STARBIRD AND CHEN; ALLEN AND CHEN). AFTER RESPONDING INITIALLY WITH GENERAL LITERATURE AND EXPLANATORY MATERIALS ON EXHIBITIONS, AND OFFERING TO BE MORE HELPFUL ON ANY SPECIFIC QUERIES, WE LEARNED THAT CHIAN IS CONSIDERING PROPOSALS FOR ONE OR MORE PRIVATELY PROMOTED TRAVELLING EXHIBITIONS FEATURING CHINA'S TRADITIONAL PRODUCTS. WHILE UNABLE TO OBTAIN MANY DETAILS, WE SURMISE THAT IN RETURN FOR SPONSORING AND EXECUTING PROPOSED EXHIBITION, PRIVATE PROMOTERS MAY BE SEEKING SPECIAL PRICE AND/OR OTHER FINANCIAL SUPPORT FROM PRC. (WITH PRIVATE PROMOTERS OWNING AND EXHIBITING PRODUCTS PRC AVOIDS LEGAL COMPLICATIONS IN ABSENCE CLAIMS SETTLED.) (FYI: TWO DIFFERENT NAMES HAVE COME TO

OUR ATTENTION AS POSSIBLY BEING INVOLVED IN PROMOTING THIS PRIVATE TRAVELLING EXHIBITION -- PERHAPS BOTH ARE WORKING TOGETHER. AS PRONOUNCED BY THE CHINA RESOURCES OFFICIAL, THE NAME SOUNDED LIKE MASON MILLER, A NAME UNFAMILIAR TO US. BUT FROM LOCAL CHINESE TRADER WE LEARNED INDEPENDENTLY THAT CHARLES ABRAMS OF CHINA TRADE CORPORATION AT SPRING FAIR MENTIONED SPONSORING A TRAVELLING EXHIBITION OF CHINESE PRODUCTS.)

3. THUS, SOME FORM OF TRADE EXHIBITION MAY BE UNDER CONSIDERATION BY PRC BUT IN FORM AND SIZE DIFFERENT THAN COUNCIL'S PROPOSAL. NECESSARY PREREQUISITE TO COUNCIL'S PROPOSAL WOULD APPEAR TO BE CLAIMS SETTLEMENT OR DEVELOPING SOME LEGAL COVER OR PROTECTION FOR CHINESE-OWNED GOODS. ACCORDINGLY, WE TRUST THEROUXXXX WILL BE PREPARED ON THIS LATTER POINT.

4. INCIDENTALLY, WE LACK DESCRIPTIVE MATERIALS HERE ON TRAVELLING TRADE EXHIBITIONS IN THE U.S. WE WOULD BE PLEASED TO PASS ANY SUCH INFORMATION ON TO CHINA RESOURCES, ESPECIALLY IF SUCH ACTION WOULD HELP THEROUX' CAUSE.

5. IN ADDITION TO DISCUSSING THIS SUBJECT FURTHER WITH LIMITED OFFICIAL USE

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THEROUX DURING HIS STOP-OVER IN HONG KONG, MORRIS ALLEN WOULD LIKE TO HOST SMALL RECEPTION FOR THEROUX, PERHAPS OCTOBER 30 OR 31. PLEASE ADVISE.
CROSS

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